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U. S. Department of Agriculture

APPALACHIAN NURSERIES

W. J. BILLERBECK

L. F. BILLERBECK

FAIRVIEW AVENUE
WAYNESBORO, PENNA.

•
LINERS

SPRING 1953



Phones :

Nurseries (Till 9 P. M.) 1179J

Home (Sundays & after 9 P. M.) 1179M



Members

American Association Nurserymen
Pennsylvania Association Nurserymen
Maryland Association Nurserymen

•
TERMS: Usual

PACKING CHARGES: Prices quoted
include all charges for packing.



Method of Delivery

If you have recently received shipments by Railway Express from any one, you know from the size of the bill that the cost is too high. And for that matter the cost of Parcel Post promises to be out of reason, too. Because we are anxious that transportation charges should not drive business away, truck deliveries are being made wherever it is possible. Truck deliveries are already scheduled to the New England states, statewide in New York, New Jersey, Pennsylvania, Delaware, Maryland, Ohio, Kentucky, Virginia, West Virginia, some sections of North and South Carolina, Illinois, Indiana, Missouri, and Michigan.

Shipments of 1000 plants or more will be delivered by truck if at all possible. Even if your order is for less than 1000 plants in bands, if you are located so that we can group your shipment with others, truck delivery will be made. Delivery charges will be reasonable, and your plants will be handled carefully by experienced men.

Lots which cannot be handled by our trucks will be forwarded by Motor Express, Parcel Post, or Railway Express—whichever appears most advantageous to you.

TRUCKING CHARGES

Banded plants average a little over 60 lb per 100 (30 lb per flat of 50). To establish equitable trucking charges to all points the charges are based on the same principle as R. R. Express charges, except that the trucking charges are considerably lower. Take a shipment of 1500 (900 lb or 30 flats) banded plants to Trenton, New Jersey as an illustration; Old R. R. Express Guide shows the second class charge to Trenton for the 900 lb as \$25.65. Deduct 25% and you have \$19.24 which would be our charge for truck delivery. The same shipment to either New York City, Dansville, or Ithaca, N. Y.; Wheeling and Hinton, W. Va.; E. Liverpool, Ohio; Blacksburg, Chatham, and Suffolk, Va., would cost exactly the same.

Nearby points will, of course be less, whereas farther points will be more; but you can, by using 60 lb per 100 plants and Express scale 11 less 25%, calculate the exact cost to you of our trucking service. Or, write us and we will be happy to give you the figures. The above applies, of course, where we can make delivery by our own trucks.



● Remember When The Nurse Said

“IT’S A BOY!”

PATERNITY WARD



You’ll get the same kind of thrill when one of our trucks pulls up to your door to unload some of these fine banded liners. You’ll be the happiest man on earth!

These liners in plantbands are the prettiest “babies” you have ever seen.



El Rancho Nodoleto



Banded Shrubs and Evergreens

For 1953 Shipment

2" BANDS

Shipments will begin about May 1st to 10th.

See "Method of Delivery" on page 2.

RATES: Prices are "per 100"; 50 or more at 100 rate; 300 or more of a single variety at 5% off prices quoted; 1000 or more of a single variety at 10% off prices quoted; for less than 50 of a variety, figure \$3.00 per 100 above prices shown.

ABELIA grandiflora. (A best in shrubs. Blooms continuously and is practically a broad-leaved evergreen. Grows in any soil.)	10.00
AZALEA ghent hybrids. (From seeds; limited quantities.)	12.50
AZALEA hinodegiri. (Broadleaved evergreen type; brilliant deep red flowers in early spring; hardy here.)	12.50
AZALEA kaempheri hybrids. Evergreen; hardier than hinodegiri; mixed colors; predominately pink, but includes some salmon and other shades to almost yellow.)	13.50
AZALEA mollis hybrids. (Deciduous; mixed colors pink thru gold to clear yellow.)	12.50
AZALEA mucronulata. (See notes on pages 17 & 18.)	12.50
AZALEA poukhanensis. (See notes on pages 17 & 18.)	12.50
AZALEA schlippenbachii. (Deciduous; extra large deep pink blooms on large growing shrub.)	12.50
BERBERIS juliana. (Julians Evergreen Barberry; restricted in wheat growing states, but we can supply certificate; fine evergreen shrub with fine foliage and big thorns. Sold out for sp. '53; booking for sp. '54.)	12.50
BERBERIS thunbergi atropurpurea. (Red-leaf Japanese Barberry; restricted in wheat-growing states, but we can supply certificate.)	6.50
BUXUS suffruticosa. (Dwarf Old English Boxwood.)	13.50
CARYOPTERIS Blue Mist. (Sometimes called Blue Spirea; silver-gray foliage; blooms August until frost.)	9.00
CLETHRA alnifolia rosea. (Pink Summersweet; needs well drained sour, peaty soil; sold out for '53; order for '54 delivery.)	13.50
COTONEASTER buxifolia. (Boxleaf Cotoneaster; small, shiny evergreen foliage; plenty of red berries; sold out for '53 available for spring '54.)	12.50
COTONEASTER decora. (Necklace Cotoneaster; pleasing grayish green foliage; dwarf; nice plant.)	12.50
COTONEASTER divaricata. (Graceful spreading shrub with red berries; leaves turn to scarlet in fall; sold out for spring '53; booking for '54.)	12.50
COTONEASTER horizontalis. (Rock Cotoneaster; low spreading shrub with bright red berries in fall; likes dry, sunny places.)	13.50
CUPRESSUS lawsoniana. (Lawson's cypress; blue-green conifer, and a good one; available for '54 only.)	17.50
DESMODIUM penduliflorum. (One of the few deciduous shrubs that blooms in Sept. and Oct.)	10.00
DEUTZIA gracilis. (Slender Deutzia; dwarf, with white flowers in May.)	10.00
DEUTZIA gracilis rosea. (Pink-blooming form of the gracilis.)	10.00
DEUTZIA lemoinei. (Lemoine Deutzia. Large clusters of white flowers in late spring; semi-dwarf.)	10.00
ENKIANTHUS companulatus. (Dense drooping racens of bell-shaped yellowish flowers. Ericaceous; needs sand-peat soil mixture (See pages 17 & 18.); spring '54 delivery.)	15.00



It's Easy To MAKE MONEY



**In the Nursery Business when you use our
banded liners.**

- **They cost less.** (*See page 8.*)
- **They're better.** (*See page 10.*)
- **Costs less to plan them.** (*See page 12.*)
- **Plant them when you want to.**
(*See page 14.*)
- **They grow, and better.** (*See page 17.*)



Banded Shrubs & Evergreens (Continued)

ERICA darleysis. (Winter-blooming Heath. Low evergreen, gray-green foliage. Blooms lavender very early in spring. Makes fine pot plant. Grows easily. Good money-maker. Likes Michigan Peat. Spring '54 delivery.) -----	10.00
EUONYMUS alatus. (Winged Burningbush.) -----	12.50
EUONYMUS alatus compactum. (Compact Winged Burningbush.) -----	12.50
EUONYMUS patens. (One of the best evergreen shrubs. Grows to 6 feet; rich deep green foliage which remains almost all winter; easily grown.) -----	11.00
EUONYMUS pulchellis. (Evergreen foliage somewhat like perennial Teucrium; very dwarf; looks a little like Old English Boxwood when small; very fine edging plant or fine for low 10" hedge.) -----	11.00
EUONYMUS radicans colorata. (Purple-leaved Winter-creeper; Evergreen leaves tinged purple; excellent winter cover.) -----	11.00
EUONYMUS radicans vegetus. (Big-leaved Winter-creeper; evergreen with scarlet fruit.) -----	11.00
HYDRANGEA arb. grandiflora. (Large double white flowers in August; does well in shade.) -----	9.00
HYDRANGEA French Nikko Blue. (New; supposed to be much hardier, and to have withstood temperatures of 20 below zero; blooms pink on alkaline soils; blue on acid soils.) -----	9.00
HYDRANGEA pan. grandiflora. (Hydrangea pee gee; ours is extra large flowering strain.) -----	9.00
ILEX aquifolium. (English Holly; hardy strain from Yonkers, New York; limited supply.) -----	35.00
ILEX cornuta burfordi. (Burford's Chinese Holly; shiny dark green leaves berry-bearing; hardy here; limited supply.) -----	25.00
ILEX crenata convexa-bullata. (Lots of noise about this one! A Japanese Holly with dark, shiny green leaves, black berries; fine low foundation plant; in good demand.) -----	15.00
ILEX crenata helleri. (Very dwarf and slow-growing form of Japanese Holly.) -----	15.00
ILEX crenata microphylla. (Little leaf Japanese Holly; limited supply.) -----	15.00
ILEX crenata rotundifolia. (Roundleaf Jap. Holly. Grows about as broad as high. Excellent broadleaved 'green.) -----	15.00
ILEX opaca femina. (Berry-bearing American Holly.) --	25.00
ILEX opaca mascula. (Male American Holly; no berries, but you will need some of these to pollenate femina blooms for berries.) -----	25.00
ILEX pernyi. (A very dwarf, compact Chinese form with plenty of spines. Grows slowly, and about the same height as spread. Red berries.) -----	25.00
JASMINUM nudiflorum. (Winter Jasmine; bright yellow forsythia-like flowers very early in spring; foliage and stems are evergreen.) -----	11.00
JUNIPERUS chin. pfitzeriana. (Pfitzer's Juniper; limited supply.) -----	15.00
JUNIPERUS chin. pfitzeriana aurea. (Golden--tip pfitzer's Juniper.) -----	15.00
JUNIPERUS chin. pfitzeriana compacta. (Compact form of Pfitzer's Juniper; doesn't grow quite so clumsy and large as common pfitzers.) -----	15.00
JUNIPERUS chin. pfitzeriana nana. (Very dwarf form of Juniper Pfitzeriana.) -----	16.50
JUNIPERUS communis depressa plumosa. (Andorra Juniper, or Purple Spreading Juniper; low spreading type; some don't like it, but it probably makes the nurseryman more money than any evergreen he grows.) -----	12.50
JUNIPERUS communis hibernica. (Irish Juniper; narrow upright form, with blue-gray foliage.) -----	12.50
JUNIPERUS glauca hetzi. (Hetz's Blue Juniper; grows well; makes up quickly and a good 'green.) -----	15.00
JUNIPERUS horizontalis. (Creeping Juniper.) -----	15.00
JUNIPERUS horizontalis douglasi. (Waukegan creeping Juniper.) -----	15.00
JUNIPERUS horizontalis glauca. (Blue Creeping Juniper.) -----	15.00
JUNIPERUS prostrata aurea. (Golden prostrate J. or Goldenflat Juniper.) -----	15.00



OUR BANDED LINERS COST YOU LESS



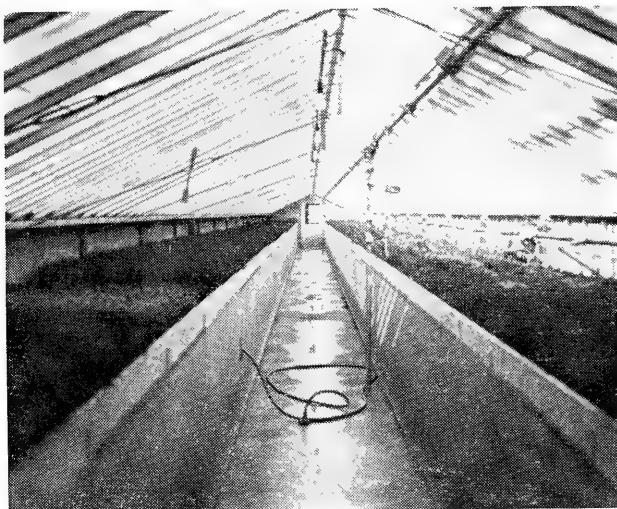
Potted or banded—the purpose is the same. The big idea is to give the young plant a good start in life before it goes to the field. Banded plants can be produced for much less than potted plants, for the very simple reason that all costs along the line are much less. Just the paper shipping pots for plants “out of pots” cost almost as much as the plantbands. Labor involved in knocking the plants out of the pots costs as much as planting the rooted cuttings in plantbands. Plunging the pots, alone, costs more in time and labor than the combined flats, bands, and soil needed for the banded plants.

It's as simple as that! All costs are lower, so the prices are correspondingly lower.



Banded Shrubs & Evergreens (Continued)

JUNIPERUS sabina. (Savin Juniper.) -----	15.00
JUNIPERUS sabina Von Ehron. (More uprite than sabina, but with the same deep green color.) ----	15.00
KALMIA latifolia. (Mountainlaurel; ericaceous; needs peaty soil; see pages 17 & 18; available spring '54.) --	13.50
KOLKWITZIA amabilis. (Beautybush. Does well in poor soils and is perfectly hardy. Blooms much like Abelia.)	12.50
LEUCOTHOE catesbaei. (Drooping Leucothoe or Andromeda. Does well with Azaleas and Rhododendrons.)	13.50
LIGUSTRUM ib. regelianum. (Regal Privet; and these are true "regals". Sold out for spring '53.) -----	9.00
LIGUSTRUM ib. vicary. (New golden-leaved form. Sold out for spring '53.) -----	9.00
LIGUSTRUM lucidum. (Evergreen glossy Privet; this clone appears hardier than the type and has larger, heart-shaped leaves; limited quantity.) -----	15.00
LIGUSTRUM ov. aureum. (Golden variegated Privet; nice where you need color contrast.) -----	8.00
MAHONIA aquifolia. (Oregon Hollygrape; evergreen shrub with yellow berries and holly-like foliage.) ----	13.50
MYRICA pensylvanica. (Northern bayberry or candleberry; fairly large shrub; gray berries and bark are highly fragrant.) -----	13.50
PHILADELPHUS virginalis. (Virginal mockorange; stock plants from which cuttings were taken were "rogued" several years to leave only true doubleflowering type.) -----	12.50
PICEA concica glauca. (Dwarf Alberta Spruce; very small plants from cuttings. Sold out for spring '53 delivery; booking orders now for '54 shipment.) -----	16.00
PICEA excelsa maxwelli. (Spreading dwarf Spruce. Just as slow growing at the P. conica glauca, but of globular form. Very compact and beautiful. Very small plants.) - - - - -	16.00
PIERIS floribunda. (Mountain Pieris; ericaceous evergreen shrub with bell-shaped flowers in racems. Needs peaty soils. See pages 17 & 18. Offered for spring '54.)	15.00
PIERIS japonica. (Evergreen Japanese Pieris; ericaceous; sold out for '53; see pages 17 & 18.) -----	15.00
PYRACANTHA cocc. lalandi. (Laland's Firethorn. Thorny bush with orange berries; sells well.) -----	12.50
RETINOSPORA plumosa. (Plumed Retinospora; grows easily and quickly and stands shearing well; plant for quick turnover.) -----	12.50
RETINOSPORA plumosa aurea. (Golden-tipped form of the above.) -----	12.50
RETINOSPORA plumosa aurea GOLDDUST or Lovetti. (More dwarf, with tips of foliage golden-flecked; very nice Ret.) -----	12.50
RETINOSPORA pl. lutescens. (Football cypress. Low, golden-flecked and one of the better Ret's.) -----	12.50
RHODODENDRON carolinianum. (Carolina Rhod. nursery-grown seedlings; hardy over wide area; pink blooms earlier than most Rhod.) -----	13.50
RHODODENDRON catawbiense. (Catawba Rhod. nursery-grown seedlings; hardy; buds deep purplish-red, open to crimson. Sold out for sp. '53; booking for sp. '54.) -----	13.50
RHODODENDRON hybrid seedlings. (Nursery-grown seedlings from seeds of red blooming hybrids; sold out for spring '53; booking for '54.) -----	13.50
RHODODENDRON maximum. (Rosebay Rhododendron; available for spring '54; see pages 17 & 18.) -----	13.50
SALIX purpurea nana. (Blue Asiatic Willow; one of the very best hedge plants. It will grow quickly in your fields, to a fine money maker.) -----	8.00
SPIREA Anthony Waterer. (And these are true without mixtures. Sold out for spring '53; booking for '54.)--	9.00
SPIREA collosa alba. (S. japonica alba; white Japanese Spirea; dwarf; sold out for '53; booking for spring '54.)	10.00



Pictures of prop houses all look alike; but we couldn't resist showing you a photo of this new 150 foot house completed last fall.

Banded Plants Are BETTER

We've bought, sold, grown, and planted liners grown in outside beds. When it was too dry, or too cold, or too hot, or too wet, we couldn't dig them, and our customer couldn't get his ground ready. Many times we had to ship the stuff with new growth already started.

That meant squawks about mortality percentages. Then, the stock from beds always has a "transplanting shock" to overcome. No matter how carefully they were dug, you always have some split up through the stems, and others with roots cut too short.

Banded plants don't have these problems! All the roots go along in the band, and they can be shipped rain or shine. Then, because they have no "transplanting shock" to overcome, they usually outgrow much larger liners from beds.



Banded Shrubs & Evergreens (Continued)

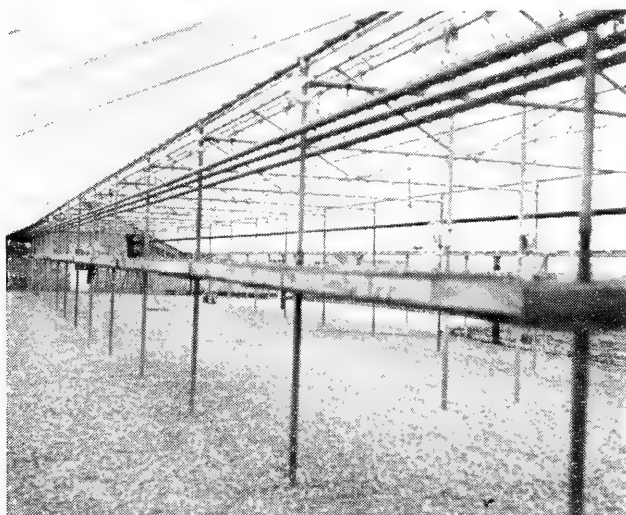
TAXUS baccata repandens. (Spreading English Yew.)---	15.00
TAXUS cuspidata spreading. (Spreading Jap. Yew. You can't have too many.) -----	12.50
TAXUS cuspidata capitata. (Upright Japanese Yews; from cuttings.) -----	15.00
TAXUS cuspidata compacta. (More compact form of cuspidata.) -----	12.50
TAXUS cuspidata nana. (True dwarf Japanese Yew. "Brevifolia" type.) -----	12.50
TAXUS intermedia. (Selected strain. We like them better than cuspidata.) -----	12.50
TAXUS media browni. (Broad upright type which branches to the ground, and can be sheared for low specimens.) -----	12.50
TAXUS media cascio. (Cascios Yew. We don't want to be responsible for naming more Yews, but this is kept separate from browni because it is of a darker color, and more rotund compact form.) -----	12.50
TAXUS media columnaris—Moons. (Moons columnar Yew; broad columnar form; good foliage.) -----	12.50
TAXUS media erecta compacta. (Hills.) (Hill's compact upright Yew.) -----	12.50
TAXUS media hatfieldi. (Hatfield Yew; compact cone-shaped.) -----	12.50
TAXUS media hicksi. (Hick's columnar Yew; hardy and good; heavy berry-bearing strain.) -----	12.50
TAXUS media hunnewelli. (Hunnewell's Yew; Spreading form of somewhat greater hardiness than many; good grower.) -----	12.50
TAXUS media thayeri. (Thayer's spreading Yew; limited quantity.) -----	12.50
TAXUS media wellesleyana. (Dense broad columnar, with very dark foliage.) -----	12.50
TAXUS media vermeulen. (Vermeulen upright Yew. Broad base, narrow top.) -----	12.50
THUJA occ. elegantissima. (Gold-tipped Arborvitae; one of the best Arborvitae.) -----	12.50
THUJA occ. globosa LITTLE GEM. (Very dwarf; dense and pretty; sold out for sp. '53; booking for '54.) ----	12.50
THUJA occ. globosa Woodwardi. (Probably one of the best of the globe Arborvitae.) -----	12.50
THUJA occ. nigra. (The dark green form of American Arborvitae.) -----	12.50
THUJA occ. pyramidalis. (Pyramidal Arborvitae. Ours is a strain selected for good winter color and more compact growth.) -----	12.50
THUJA occ. warena. (Ware's, or Siberian Arborvitae; broad pyramid of superior hardiness.) -----	12.50
VIBURNUM burkwoodi. (Fragrant Snowball; semi-evergreen, hardy and a very fine plant; sold out for '53; booking for '54.) -----	22.50
VIBURNUM dilatatum. (Linden Viburnum.) -----	12.50
VIBURNUM mariesii. (Blue fragrant blooming sort; limited quantity.) -----	25.00
VIBURNUM opulus—americanum. (American hollyhock; sold out for sp. '53; booking for sp. '54.) -----	9.00
VIBURNUM opulus nanum. (Dwarf Viburnum.) -----	9.00
VIBURNUM opulus sterilis. (Common Snowball.) -----	9.00
VIBURNUM rhytidophyllum. (Leatherleaf Viburnum; sold out for sp. '53; booking for '54.) -----	15.00
VIBURNUM tomentosum. (Doublefile Viburnum.) -----	12.50
VIBURNUM tomentosum plicatum. (Japanese Snowball.) -----	15.00
WEIGELA Eva Rathke. (True type; red Weigela; one of our specialties; sold out for sp. '53; booking for '54.) -----	9.00
WEIGELA floribunda. (Crimson Weigela; taller growing crimson flowering.) -----	9.00
WEIGELA nana variegata. (Variegated leaf Weigela; sold up for sp. '53; booking for '54.) -----	9.00
WEIGELA vaniceki. (Another red Weigela; supposed to be harder than Eva Rathke; sold up for sp. '53; booking for '54.) -----	9.00



IT COSTS LESS TO PLANT BANDED LINERS

Take the flats of banded plants to the field; draw a shallow furrow, place the banded plants in the furrow at the proper spacing, fill back against them, firm the soil around them, and the job is done. It's just as easy as it sounds.

No dibbles, spades or trowels required; no pots to gather, nor holes to dig for clubby roots, and no finger crossing, hoping for some cool, moist weather to start them off. Banded plants will start to grow that same afternoon. They don't have to sit still while making a new root system.



It may never look like this again! Part of the brand new house the day before we began filling it.

Come & See Us!

The latchstring is always out: you certainly are welcome! Our town is located 12 miles from Hagerstown, Md. (US Rt. 11) and 12 miles from Chambersburg, Pa. (US Rt. 30). Good roads; good Dutch Cookin'; and our nice clean cool moutain air will make you feel young again. You'll enjoy it!

Pick out the things you want, or just sit around and help cuss the politicians. But do

Come & See Us!



Perennial Liners in Plant Bands

For Spring Shipment

2" BANDS

RATES: Prices are "per 100"; 50 or more at 100 rate; 300 or more of a single variety at 5% off prices quoted; 1000 or more of a single variety at 10% off prices quoted; for less than 50 of a variety, figure \$3.00 per 100 above prices shown.

ASTILBE. (Spirea Astilbe or Perennial Spirea.)

America. Lilac-rose. -----	10.00
Bergkrustal. Purple. -----	11.00
Deutschland. Pure white. -----	11.00
Fanal. Intense red. -----	11.00
Gloria Superba. Brilliant deep pink. -----	10.00
Koln. Dark carmine red. -----	11.00
Rubin. Bright red, tinged white. -----	11.00
Salmon Queen. Light salmon, almost white. -----	10.00

DICENTRA. (Bleedingheart.)

eximia. Fernleaved type. -----	8.00
spectabilis. True old-fashioned. -----	10.00

PHLOX SUBULATA. (Mountain Pinks.)

alba. Pure white. -----	7.50
atropurpurea. Rich wine red. -----	7.50
G. F. Wilson. A best blue. -----	7.50
lilaciana. Lilac blue. Sometimes called gray Phlox. ---	7.50
moerheimi. Deep salmon pink. -----	7.50
rosea. Rose pink -----	7.50
vivid. Pink with dark eye. -----	7.50

TEUCRIUM. (Germander.)

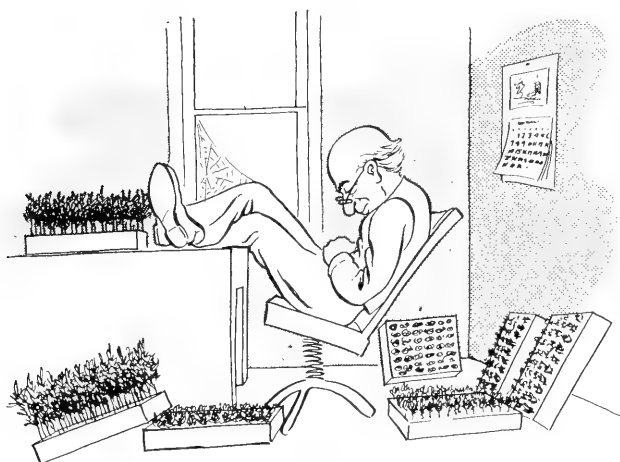
Boxwood-like, evergreen foliage; plant extremely hardy with interesting deep rose flowers in spring. -----	8.00
--	------



The same house as preceeding page
but a few days after the signal
"fill 'er up".



Plant Them When You Want To



Of all of the reasons there are for using our banded liners, this, we think, is one of the most important.

Suppose it's a nice day. You have a dozen customers on the place. You're busy! You have some of the boys out on jobs you should be checking on soon. Others are getting some more stock dug for other orders, and you really should check them to see that they will have the stock out for tomorrow morning.

That's exactly when the Expressman will pull in with a large box of bare-root liners. Weather forecast says "Rain tomorrow"! You have to make up your mind whether to let the liners sit in the box for a couple of days, or call the selling and deliveries to a halt, and plant the liners.

It won't do the liners any good to sit around in the box a couple of days. They really should be unpacked and planted at once. Heeling them in temporarily isn't such a hot idea, because if the weather stays nice they are going to start to grow, and then the transplanting shock will be much greater. So you leave them in the box! But sometime within the next couple of days, you are just going to be forced to take some of the boys off the landscape and digging crews and get the stuff into the ground. That means the planting won't be done like you would like to have it done: it has to be done in too much of a hurry.

Or, suppose the stuff is "out of pots". You have your choice of putting some of the help on repotting and plunging it, or planting it to the field or beds. But it has to be done at once, so again the whole place is upset. In fact if the stock is "out of pots", it will need even more promptness in unpacking than bare-root liners, because soil will have sifted out some, and all of the plants in the bottom of the box will be covered with soil. They need to get out of there, but quick.

(Continued on page 16)



Grow Better Plants in Cypress Plantbands

They Won't Steal Your Soil Nitrogen

Wood veneer bands have a great reputation for doing that. Chances are that you have seen articles in the trade journals saying that many plants appear unhappy in plantbands.

They explain it this way: wood veneer, being thin, decomposes rapidly. While the band is rotting, large amounts of Nitrogen are used in the process.

Cypress bands decompose so slowly that they cause no nitrogen loss.

Write for Special plantband folder

Prices are f.o.b. Waynesboro, Penna.
or Memphis, Tenn.

	Per M
$1\frac{3}{4} \times 1\frac{3}{4} \times 2\frac{1}{2}$ " -----	3.80
$2 \times 2 \times 2\frac{1}{2}$ " -----	4.00
$2\frac{1}{2} \times 2\frac{1}{2} \times 3$ " -----	4.60
$3 \times 3 \times 3$ " -----	5.00
$3 \times 3 \times 4$ " -----	5.20
$4 \times 4 \times 4$ " -----	6.00

YOU CAN'T GET JAPANESE BEETLES FROM US!

Everything we have on the place, including stock in pots, bands and in the field is certified by the U. S. D. A. to be free of Japanese Beetles. Ask for certificate if your's is a certified nursery.



(Continued from page 14)

Taking time out to plant bare-root liners, or liners "out of pots" during your busy selling season is going to make a big difference in your net profit for the year. If you lose a day or two during the best of your selling season, it can mean as much as 5% or 10% loss of sales. That's going to make a lot of difference in the amount of money you make for the year.

Now suppose that our truck pulls in with your banded liners. Show our driver where you want the plants set, and go about your business. They may be put in a greenhouse, coldframe, slathouse, or under a tree; just so they can be reached with a hose or otherwise watered occasionally. Actually you can almost forget about them until you have ample time, and find it convenient to plant them. The plants have been in these flats for months, and a few weeks more won't make any difference to the plants. An occasional watering is all they will need; and you will be amazed at how long these banded plants will stay moist.

That gives you an opportunity to get all of the business you can; and then do your own planting, after you have finished for everyone else. You don't have to take time out at the peak of your income period to get some ground ready to plant. And your banded liners will not be the least unhappy about it at all. They will have kept right on growing, and will only be that much nicer than when they arrived.

So you see, you not only save on the cost of the liners, but you actually make more money out of your own business by using our banded liners instead of stock from outside beds or "out of pots".

This idea alone appeals to us so much that we often wonder why every nurseryman who grows any liners whatsoever, doesn't band every plant he grows. (We sell plantbands, too.)



**You never knew you had so many thumbs
'till you try to compete with high school
girls setting up plantbands.**



They Grow, And Better

"Too bad we didn't have this one dictated to our dictaphone.

A very good customer was in a few days ago and presented us with this little package of posies:

"Now don't send those plants until after the fourth of July, because I have more stock of my own than I'm going to get planted unless the weather is mighty favorable. Last year I didn't get your banded plants planted until mid-July, and not only did I not lose a single plant, but by the end of the year, the banded plants were as big as some two year old stuff I had from beds, and transplanted early in the spring.

"I never realized how much shock there must be in transplanting some of these bare root things in the spring, but there must be a lot. You know, we smaller nurseries don't have a planting crew, a digging crew, and a landscape crew. The same fellows do everything. We need every dollar we can get, so we sell as long as we can, and transplanting our own stuff from beds has to be done a little late sometimes. That means it has a rough time.

"This couple of thousand of plants from you is mostly stock I don't have anyway, but want to grow. And I don't want to have to worry about watering them from time to time, so you just keep them here at Waynesboro until after the fourth. You water 'em."

Banded liners grow better because they are practically little balled and burlapped plants, with their entire root systems intact. It's only logical to expect them to "grow, and better."

Growing Pains

Running a liner business like this one is a good deal like preparing a big feed. Everything has to be ready at one time. You can't serve the potatoes with the coffee and cigars. Likewise, all of the varieties of plants must be ready pretty much at the same time, or the trucks must make several trips over the same routes. Attempting to produce so many varieties, it probably is to be expected that some will be badly timed. A few late-comers, which are more or less new to our variety list, are mentioned below. None will be large enough for spring '53 delivery, but most should make up into beautiful stock for late '53 and spring '54. Orders are being booked for them now for delivery when the stock is good enough to be shipped—either in late '53 or spring '54.



AZALEA mucronulatum and **A. poukhanense** are two good Azaleas which are not too difficult to finish. Both are short in the market, and have been for some time. They are of Korean origin and are very hardy. *A. mucronulatum* is a pleasant deep pink color with flowers about 1½" across. *A. poukhanense* grows to about 4 feet here, and bears fragrant deep rose-colored flowers early in May. Both are classed as deciduous, but the *A. poukhanense* is almost evergreen in this section.

Wholesale growers do not like to grow these two Azaleas because they bloom too early, and are usually almost through blooming by the time the other varieties begin to show color. However both are excellent subjects for landscape planting, and also for the nurseryman who grows his stock for retail. They are different and distinctive, and quite desirable plants. Neither is inclined to grow tall and gawky like *A. calendulacea*, as an illustration. Both are in quantity, in fine plants for late '53 and spring '54 delivery.

PIERIS japonica and **floribunda**. Inventories show both of these are sold for spring '53 delivery. But a large crop will be available for late '53 and spring '54.

KALMIA latifolia, **Rhododendron maximum**, and **Enkianthus companulatus**. also will be available in reasonably large quantities for late '53 and spring '54.

All of the above are ericaceous types of plants and require well drained soils, and will do best in straight peat or sand-peat mixtures.

These are popular items. Place your order now and state whether or not you wish the plants delivered in late '53. They will need good protection the first winter to prevent the bark from splitting at the ground line. So order them out for spring '54 unless you are prepared to give them excellent care their first winter.



PEATS. A number of additional types of peat moss have been tried in '52; but so far, and again, the best results have been had with peats from Michigan. Rhododendrons, Azaleas, Pieris, and all other ericaceous plants produced here, are banded directly into straight peat. Peat from the Michigan Peat Co., Inc., and the Green-Thumb Peat have given equally good results. A third offered under the name of "Saginaw Peat" looks very promising, but experiments have not been completed to a point where definite information can be had.

SOIL chemicals. Everyone is trying to produce bigger plants in shorter time. One of the promising new ideas is the use of Benzene hexichloride (BHC) in the soil. Applied at the rate of 3 ounces (25% BHC), to each 10 sq. ft. of surface area, it produced



Growing Pains (Continued)

amazing growth which began about 6 weeks after the application was made. The plants seemed to stand perfectly still for about the 6 weeks period; but when they did start to grow, they quickly outgrew the check plants which had no such application. The stuff seems to do several things. First, it prevents weed seeds from germinating. Only the perennial weeds grew, and these likely were from old root cuttings in the soil. The annual weeds just failed to start. Then, it seems to kill all kinds of insects other than the spiders, so there was little in the way of bug troubles.

Because it does prevent seeds from germinating, a definite program for the plot of ground must be prepared in advance. A cover crop will not germinate. We understand that BHC will remain in the soil for 3 to 5 years.

Experiments are now being carried on with BHC on ericaceous types of plants to determine how they will react.

FOLIAGE nitrogens. Experiments with Rapid-Gro (the only one we have used) show that foliage color can be made outstandingly good with foliage nitrogens. We don't know that they make the plant grow so much faster, but they surely do make it look better and seem to give the plant an excellent pepping up. Experiments, dipping the flats of plants into the solutions of foliage nitrogen, have not been too satisfactory; but sprayed over the foliage, the results seem to be a fine color and very alert appearing plants.

SPRAYS and dusts. Last year our list mentioned a very effective combination dust or spray which contained both a general insecticide and a fungicide. Shortly after the list was issued, this material was offered under the brand name of "PEST-HEX". During the summer months "PEST-HEX" was used on practically every type of plant we grow. It completely eradicates spiders, aphids, and every other insect found on the place. No scales have shown up this year, so we do not know how effective it might be on these, but it quickly clears up leaf diseases of every kind we have run into. The stuff does a wonderful job.



As mentioned in our recent lists, we do not handle any of these products. Write directly to the manufacturers or producers whose addresses are given below.

Michigan Peat, Inc.,
267 Fifth Avenue,
New York, 16, N. Y.
(for Michigan Peat.)

Ra Pid Gro Corporation,
Dansville, N. Y.
(for Ra Pid Gro.)

Blue Ridge Fruit Exchange,
Att. Don Mort
Cor. Third St., & Cleveland Ave.,
Waynesboro, Penna.
(for PEST-HEX.)

Green Thumb Peat Humus Co.,
Capac, Michigan.
(for Green Thumb Peat.)

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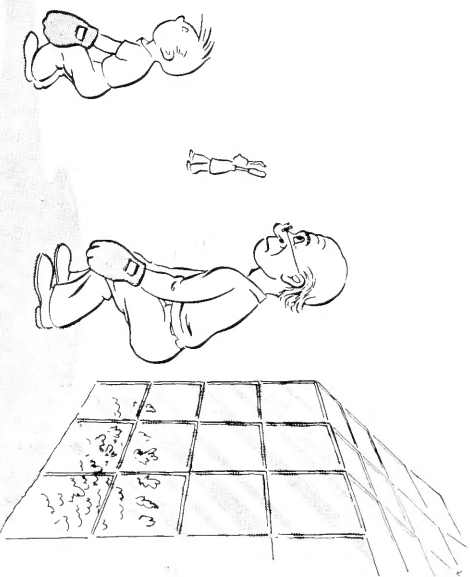
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